

# Cost-Reducing Strategy: Sharp Rees-Stealy

Presented at the Health Care Affordability Board Meeting on  
January 24, 2024

# Sharp Rees-Stealy Cost-Reducing Strategy

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# Leading the Way in Coordinated Care



# *Leading the Way in Coordinated Care*

San Diego's First  
Multispecialty  
Medical Group

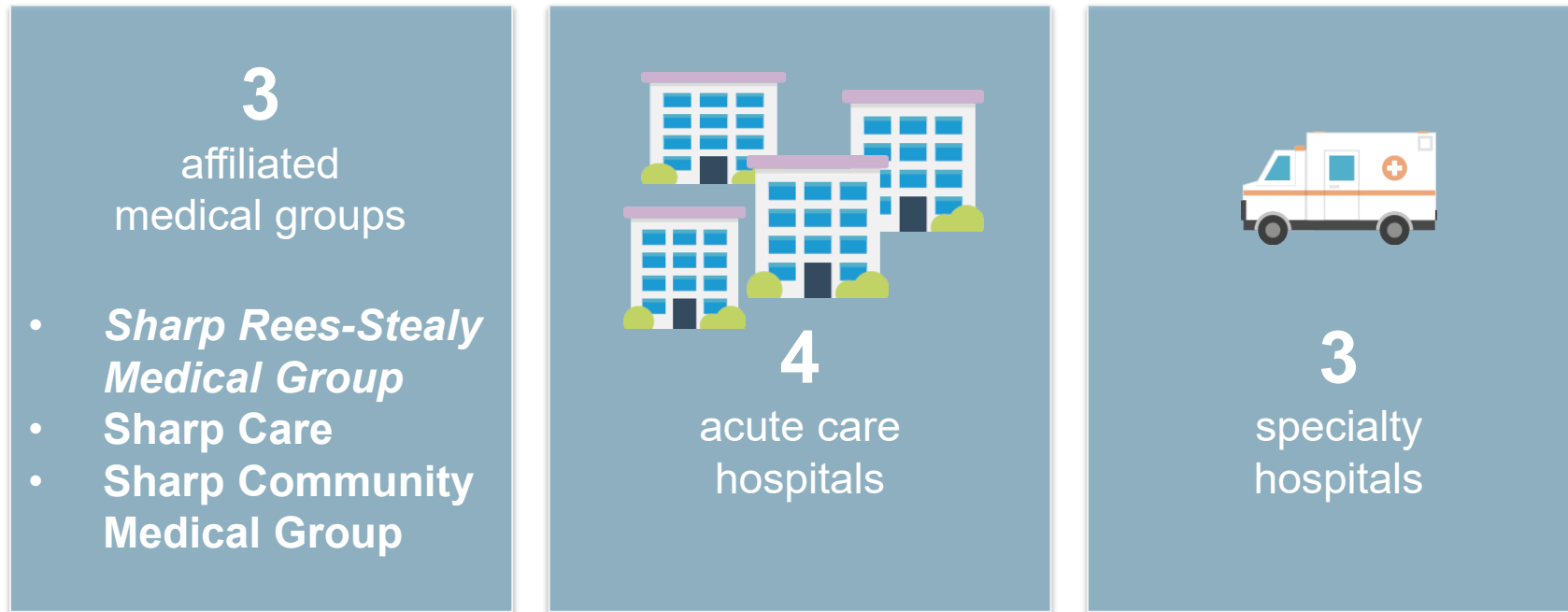
Founded 1923



# Sharp HealthCare's Integrated Delivery System

Not-for-profit organization serving 3.2 million San Diego County residents

Largest health care system in San Diego with highest market share



# SRSMG by the Numbers



**700**

Primary & Specialty Care  
Physicians & APPs



**19**

medical centers including five  
urgent cares



**2,800**  
employees



**70%**  
capitated



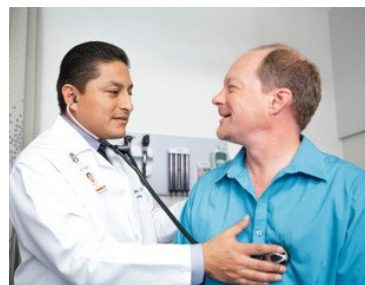
**>183,000**  
HMO members



# Each Year We Manage...



**300,000**  
prescriptions



**1.4 million**  
physician visits



**26,500**  
patients with  
diabetes



**1.7 million**  
calls



**110,457**  
occupational  
health visits



**349,000**  
radiology  
visits



**2.1 million**  
lab tests



**11,876**  
eyeglasses

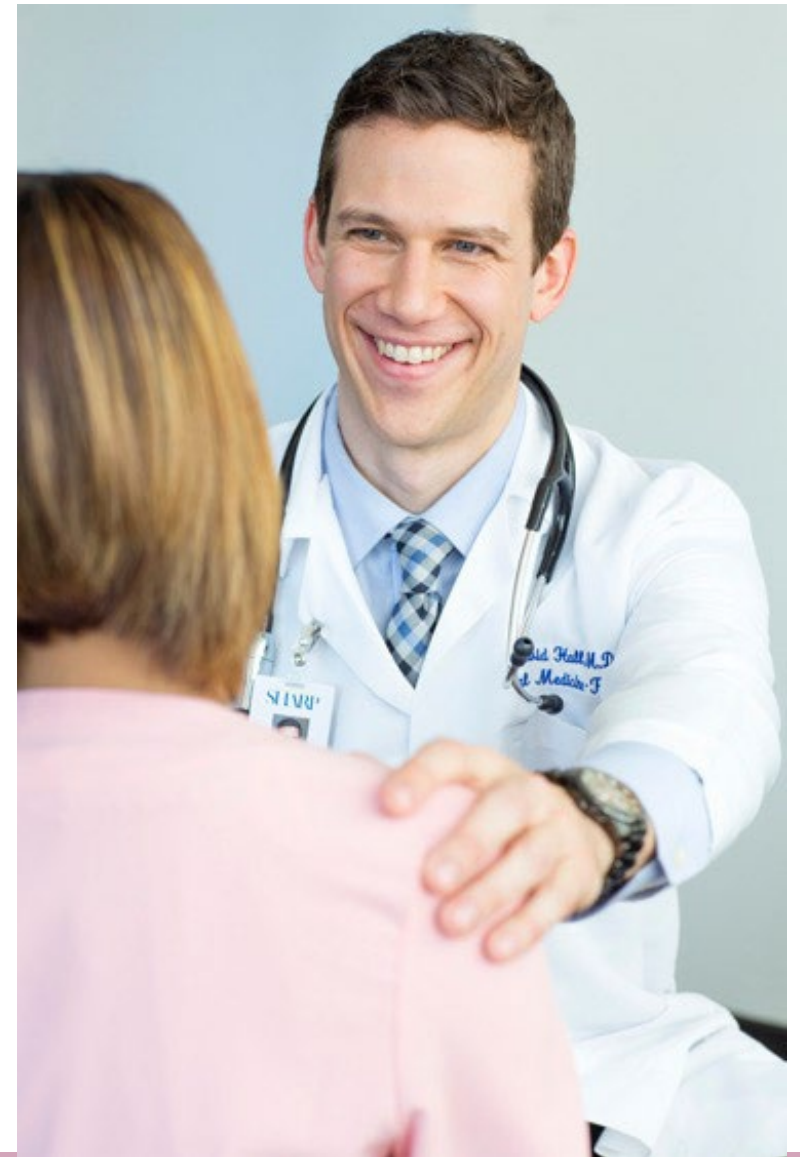
# The Sharp Experience

The **best** place to work, the **best** place to practice medicine and the **best** place to receive care.

Sets the community standard for exceptional care

Combines clinical excellence, advanced technology and compassionate care

Goes beyond caring *for* people to caring *about* people





# The SRS Value Proposition

- ❖ ~ 70% of SRS revenue is capitated/HMO, which supports a care model focused on the whole patient (Population Health, Utilization Management, support teams, virtual on demand, patient portal)
- ❖ Health plans and employer groups recognize our high-quality care and cost-effective care; our inclusion helps them sell their plans
  - IHA Commercial HMO top 10% clinical quality & patient experience
  - IHA Senior Medicare Advantage 5 Star

$$\begin{array}{c} \text{V} \\ \text{(VALUE)} \end{array} = \frac{\begin{array}{c} \text{Q} + \text{S} \\ \text{(QUALITY)} \quad \text{(SERVICE)} \end{array}}{\begin{array}{c} \$ \\ \text{(COST)} \end{array}}$$

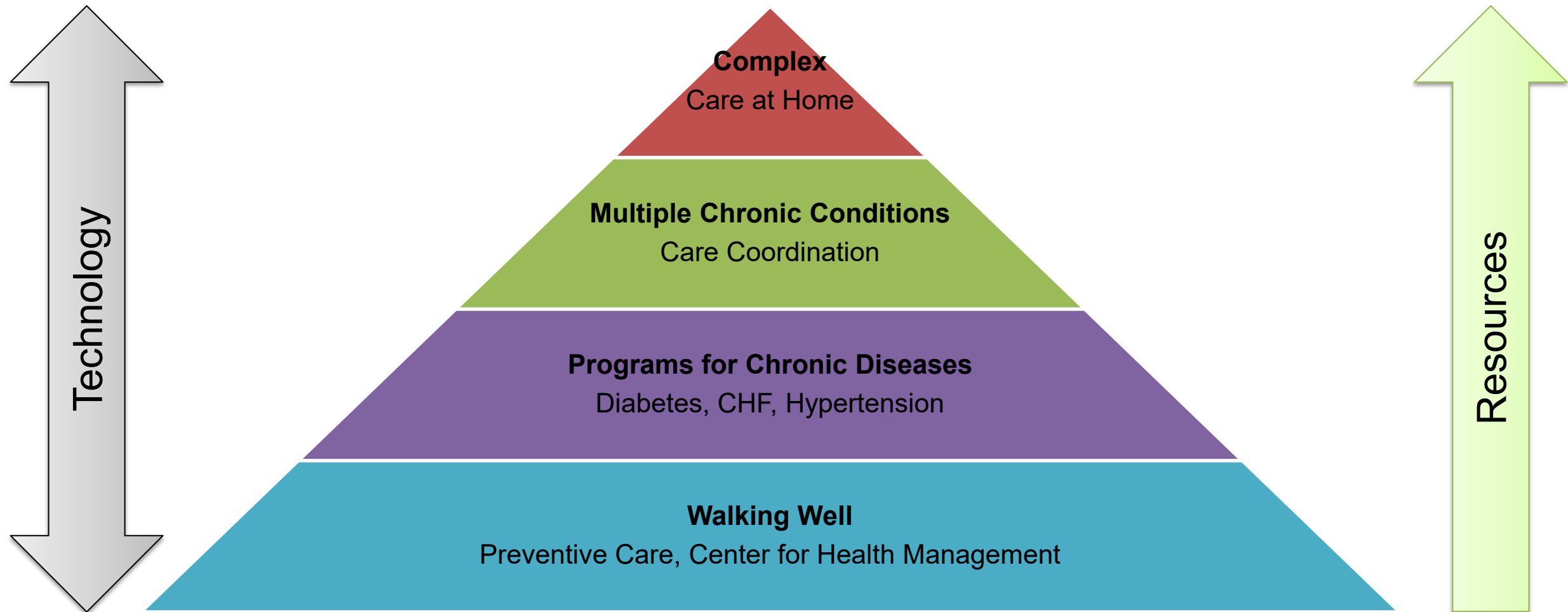
Population Health's NCQA Model: a comprehensive strategy with the patient at the center. The coordinated care addresses patients' needs, preferences and values.



- Population Identification
- **Data Integration**
- Stratification
- Measurement
- Care Delivery Systems
- Health Plans/Payers
- Community Resources



# Aligning Resources & Technology with Risk/Need



# Population Health Team

- Certified RN Case Managers
- Medical Assistants
- Licensed Social Workers
- Certified Health Coaches
- RN and Registered Dietitian Educators
- Care Specialists
- Community Health Workers
- Data Analysts
- Experienced Project Managers

# Remote Patient Monitoring

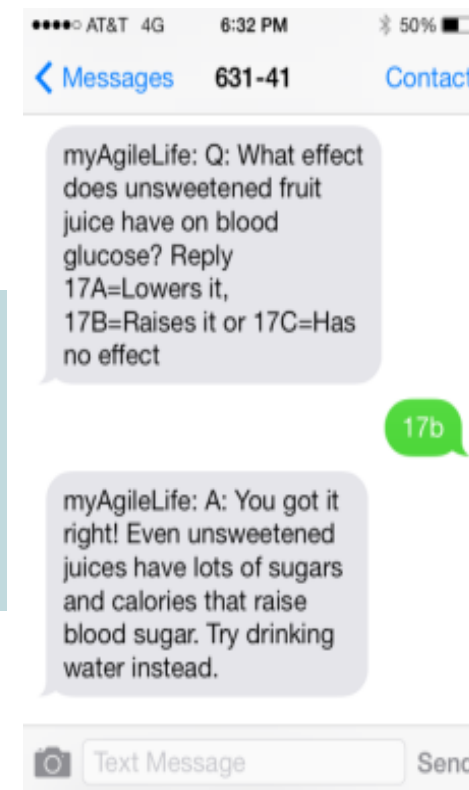


iScale® Plus



iBloodPressure® Classic

For Diabetes  
*Blood Sugar Monitoring*



*Texting program*



# Text Messaging Programs

- Healthy Living
- Diabetes Prevention
- Diabetes
- Condition Management (HTN, Heart Disease/Coronary Artery Disease/Diabetes Medication Management)
- Post Hospital Discharge
- Kick Butts
- Medically Supervised Weight Loss
- New Weigh
- Be Well
- Post Partum Depression Screening
- Behavioral Health

# Patient Stories

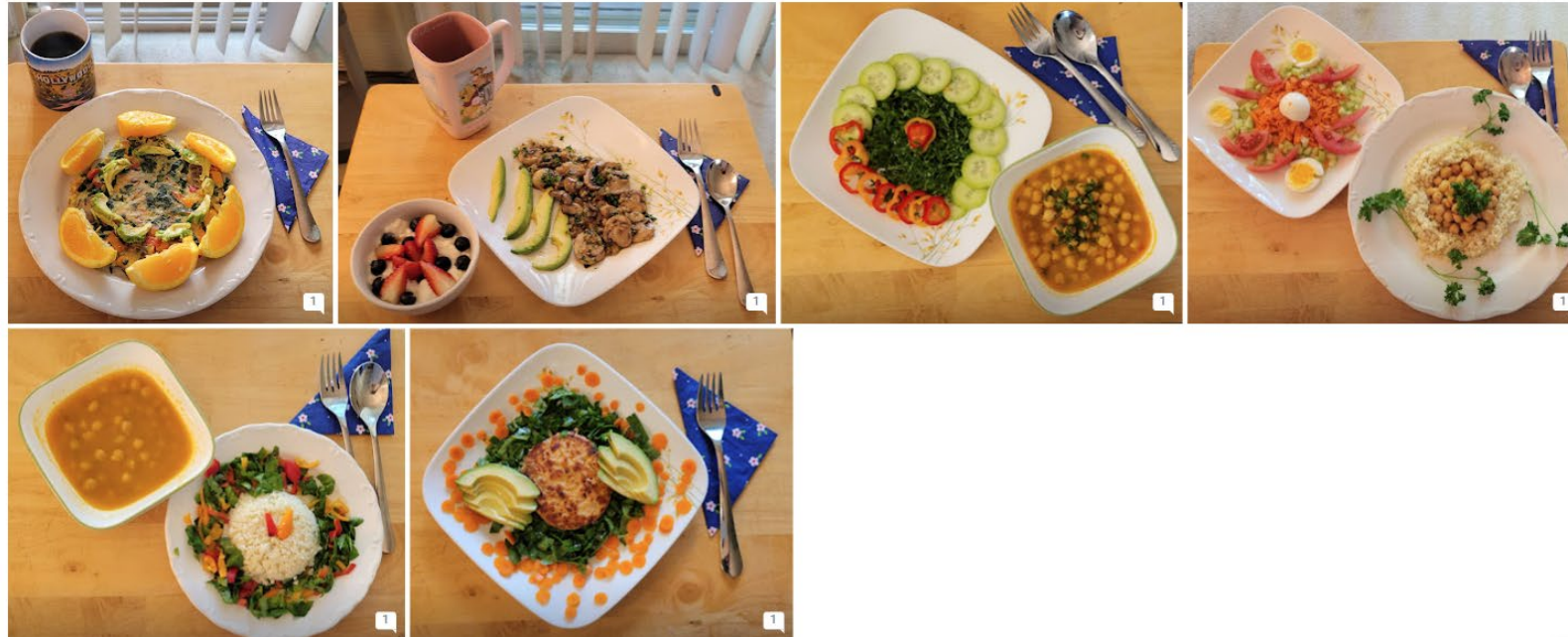
“Thank you for the invitation but I’m already enrolled in the DPP ... then I signed up for the Healthy Living (Be Well For Life) ...3 month long program. .... Because of the program my A1c has come down from 6.4 to 5.9 and I’ve lost 23lbs and I’m so much more active. I take water aerobic classes at the Kroc center 5-8 times per week(sometimes twice a day) and walk, bike ride and work in my garden. My husband says you all have created a monster. Lol! I obviously need to lose more weight but I’m on a path of good health and so active I surprise myself!”

# Patient Stories

## Nutrición



Jun 18 - 21 · Shared



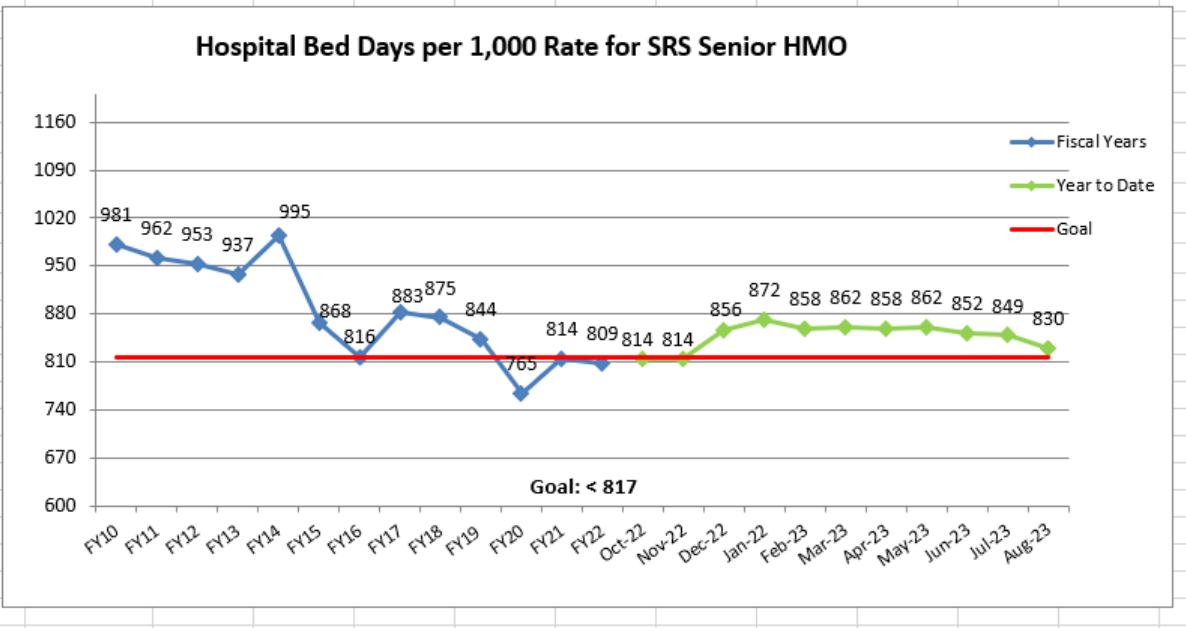
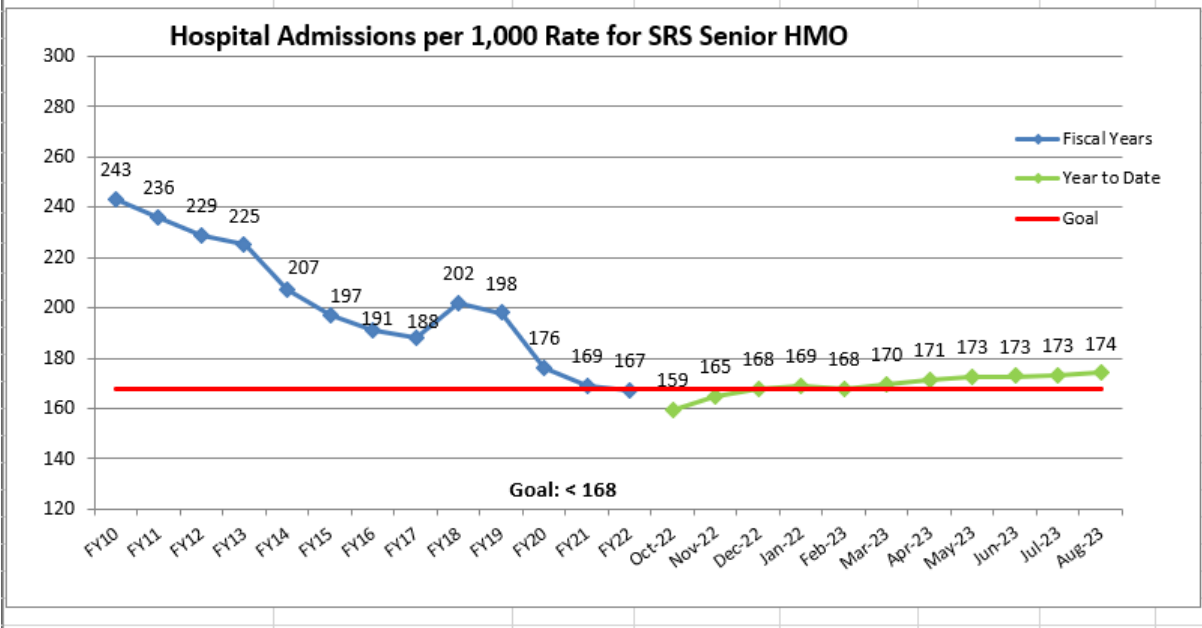
# Routine colon cancer screening saves lives

By The Health News Team | April 12, 2023



Blake Miller, a healthy and fit father of two, understands the importance of screening for colon cancer even if he doesn't have symptoms.

# Bed Days/Admissions (Senior HMO)



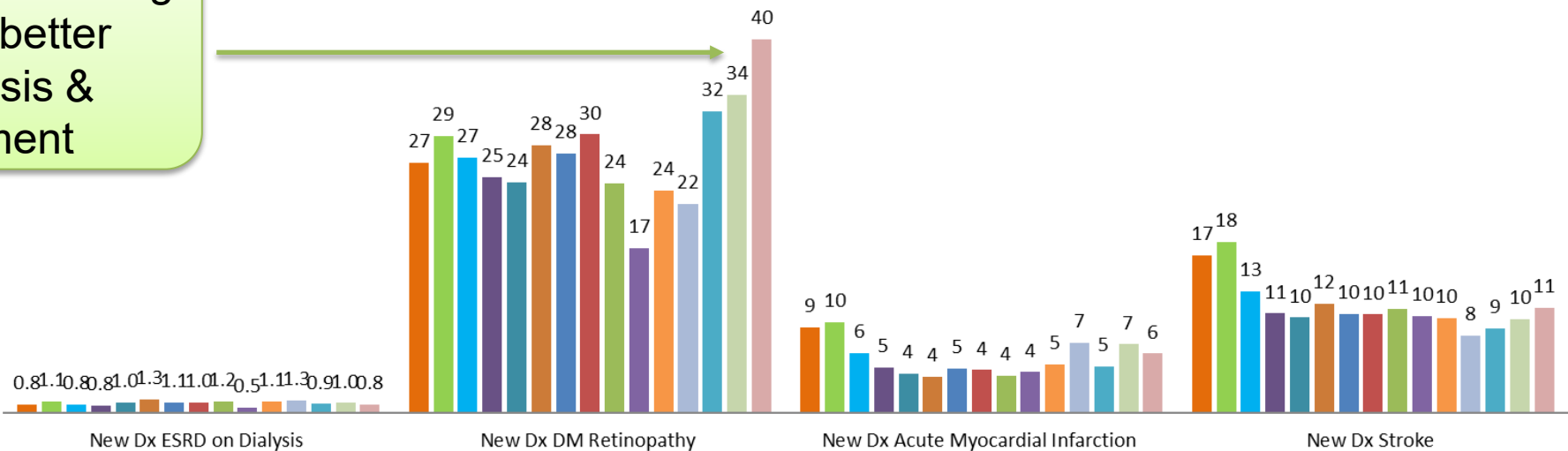


# Diabetes Management Results

Rate per 1,000 SRS Patients with Diabetes per Year  
2009-2023 (2023 Data through 2023-06-30 \*2)

2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

Improved screening rates = better diagnosis & treatment



# Surgical Complete Care

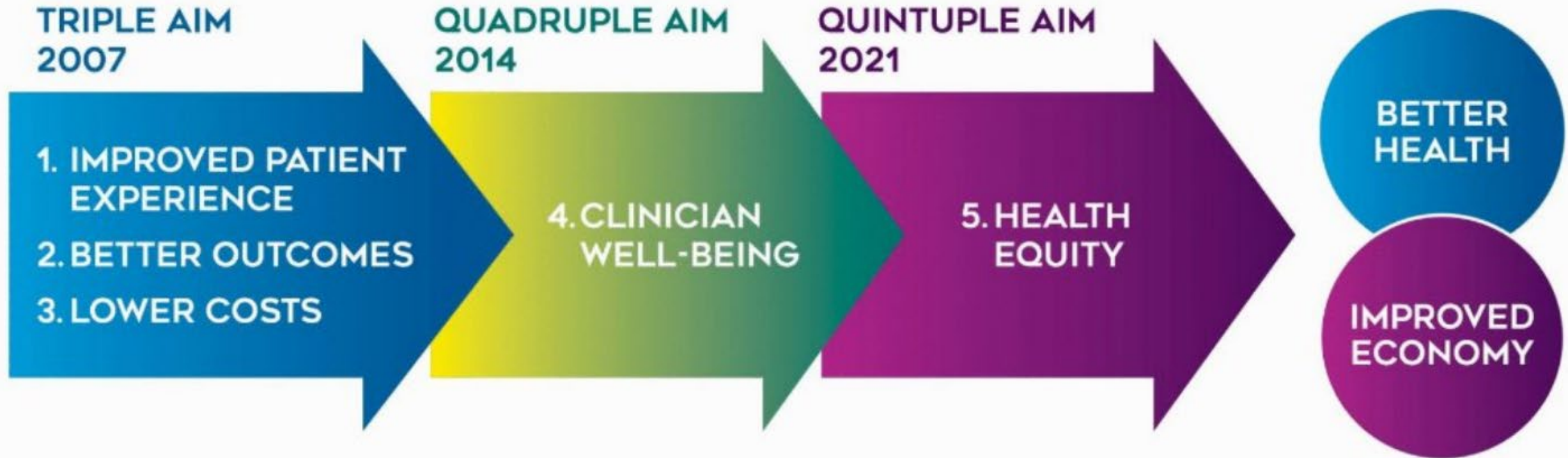
- Helping patients scheduled for elective procedures: podiatric, shoulder, amputations, knee/hip replacements, colectomies and ileostomies
- Arrange for services (PT, SNF, HH, DME) that will be needed after surgery
- Talk patients through what to expect (surgery, physical therapy, follow-up) – reduces anxiety
- Patients have one point of contact, reduces calls to physician offices

↓ Days (1.2 vs. 2.0)

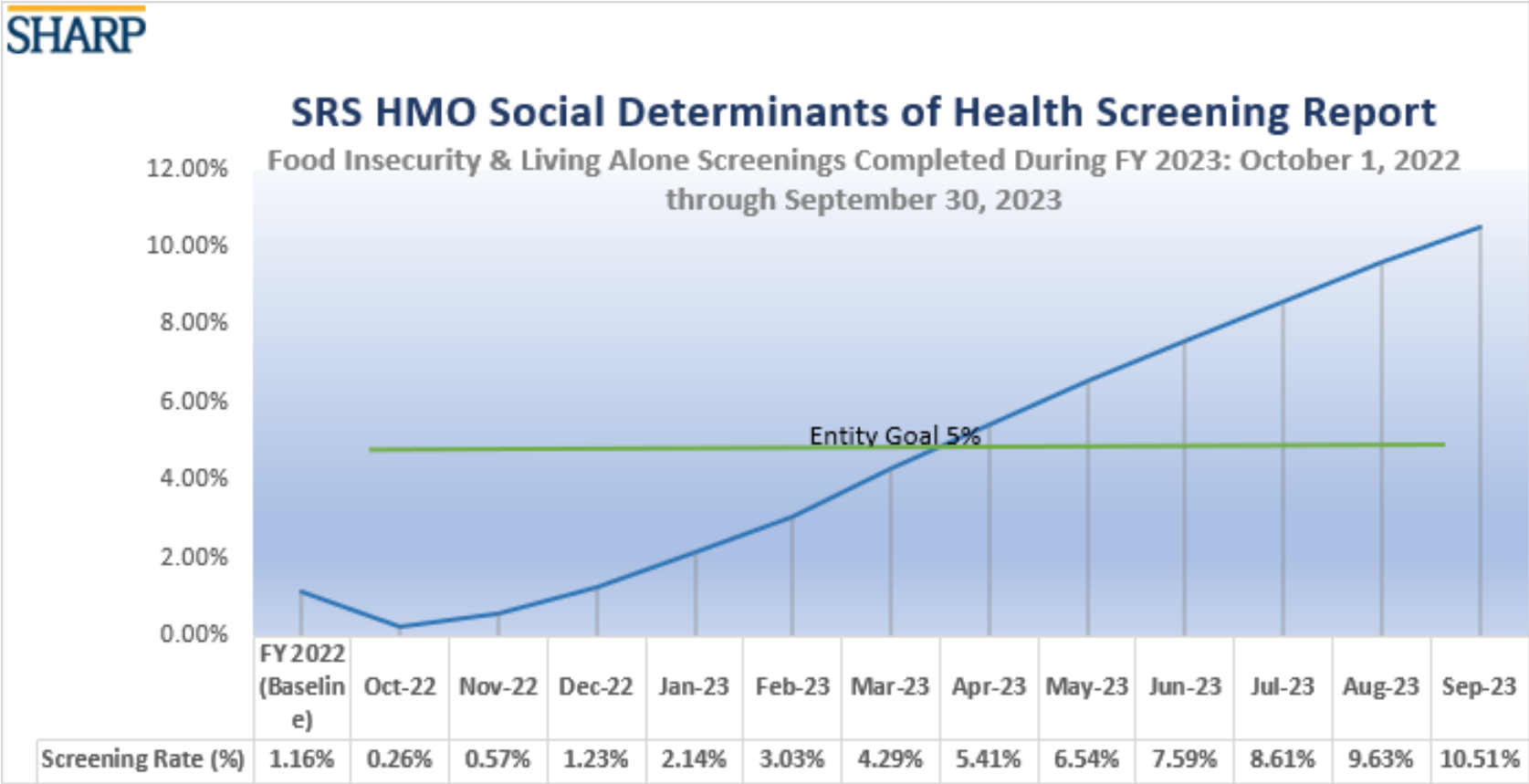
ED visits - ↓40%

Readmits – ↓85%

# EVOLUTION TO THE QUINTUPLE AIM



# Social Determinants of Health



**Thank you. Questions?**